

Message Text

CONFIDENTIAL

PAGE 01 WARSAW 04474 151612Z

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ACTION SS-25

INFO OCT-01 ISO-00 SSO-00 NSCE-00 /026 W

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FM AMEMBASSY WARSAW

TO SECSTATE WASHDC IMMEDIATE 6059

C O N F I D E N T I A L WARSAW 4474

EXDIS

E.O. 11652: GDS

TAGS: OVIP, PL(FORD, GERALD R)

SUBJECT: PRESIDENTIAL VISIT: COMMERCIAL CONTRACT SIGNINGS

REF: A. WARSAW 4404, B. WARSAW 4462

1. WE HOPE THAT DURING A POSSIBLE PRESIDENTIAL VISIT PRELIMINARY AGREEMENTS ON KEY COMMERCIAL CONTRACTS NOW IN ADVANCED STAGES OF NEGOTIATION CAN BE INITIALED. FOREMOST AMONG THESE IS THE GM LIGHT VAN PROPOSAL (VALUED AT \$300 MILLION) WHICH WAS RECENTLY DISCUSSED DURING THE WRZASZCZYK VISIT (REF A). ALTHOUGH CONTRACT SIGNING IS NOT EXPECTED UNTIL ABOUT YEAR-END, WE BELIEVE IT WOULD BE IN THE INTEREST OF GM TO INITIAL A PRELIMINARY DOCUMENT AT THE TIME OF A PRESIDENTIAL VISIT.

2. THE RCA COLOR-PICTURE-TUBE PROJECT, THE VALUE OF WHICH IS ESTIMATED AT \$100 MILLION, MAY ALSO BE CLOSE ENOUGH TO AGREEMENT TO MAKE POSSIBLE THE SIGNING OF A LETTER OF INTENT.

3. ACTION REQUESTED: THE DEPARTMENT IS REQUESTED TO CONTACT GM AND RCA AT AN APPROPRIATE TIME TO DETERMINE WHETHER THEY SHARE OUR VIEW THAT SIGNATURE OF SOME TYPE OF AGREEMENT DURING A PRESIDENTIAL VISIT WOULD BE BOTH POSSIBLE AND ADVANTAGEOUS. UPON RECEIVING THE DEPARTMENTS RESPONSE AND ITS AUTHORIZATION TO DISCUSS THE VISIT WITH THE POLES, WE WILL APPROACH THE APPROPRIATE MINISTRIES WITH OUR PROPOSAL.

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DAVIES

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NNN

Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 15 JUL 1975
Decaption Date: 28 MAY 2004
Decaption Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: greeneet
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975WARSAW04474
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D750244-0238
From: WARSAW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750753/aaaabvof.tel
Line Count: 61
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION SS
Original Classification: CONFIDENTIAL
Original Handling Restrictions: EXDIS
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: EXDIS
Reference: 75 WARSAW 4404, 75 WARSAW 4462
Review Action: RELEASED, APPROVED
Review Authority: greeneet
Review Comment: n/a
Review Content Flags:
Review Date: 10 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <10 JUN 2003 by izenbei0>; APPROVED <20 OCT 2003 by greeneet>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PRESIDENTIAL VISIT: COMMERCIAL CONTRACT SIGNINGS
TAGS: OVIP, PO, (FORD, GERALD R)
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006